

2021 Annual Global Report



Oklahoma's Global Team offers trade and export assistance to companies looking to operate globally and promotes the state as a location for foreign direct investment.



“We are excited to enter into strategic agreements with our partners of choice in Oklahoma, which marks the beginning of a new chapter of our growth story. This new alliance promises to be mutually beneficial to both Northern Data and its strategic partners in Oklahoma for years to come.”

**Aroosh Thillainathan, CEO
Northern Data**



59.3K

Foreign-owned companies
employ more than 59,300
Oklahomans



\$6.1B+

Oklahoma exports total
more than \$6.1 billion
for the state



\$300K

19 Oklahoma companies were
supported at six trade shows
through \$300,000 in federal
STEP funds

INTERNATIONAL PROTOCOL OFFICE

As of November 2021, the Office of International Protocol transitioned from the Secretary of State's Office to the Oklahoma Department of Commerce.

The Office of International Protocol is responsible for Oklahoma's global affairs. As the agency charged with this office, Commerce provides country-specific briefings, and expert protocol assistance, including oversight and technical assistance to Oklahoma officials receiving foreign guests and to officials travelling on behalf of Oklahoma outside the United States. Commerce also serves as the main point of contact for diplomatic visits and events and for coordinating the three sister state relationships Oklahoma has with Gansu Province, China; Kyoto Prefecture, Japan; and Taiwan.

Christy Busch is the Chief of International Protocol. Busch is also a member of Commerce's Business Development Team, specializing in global recruiting and trade.

For more information on the Office of International Protocol, contact Christy at christy.busch@okcommerce.gov.

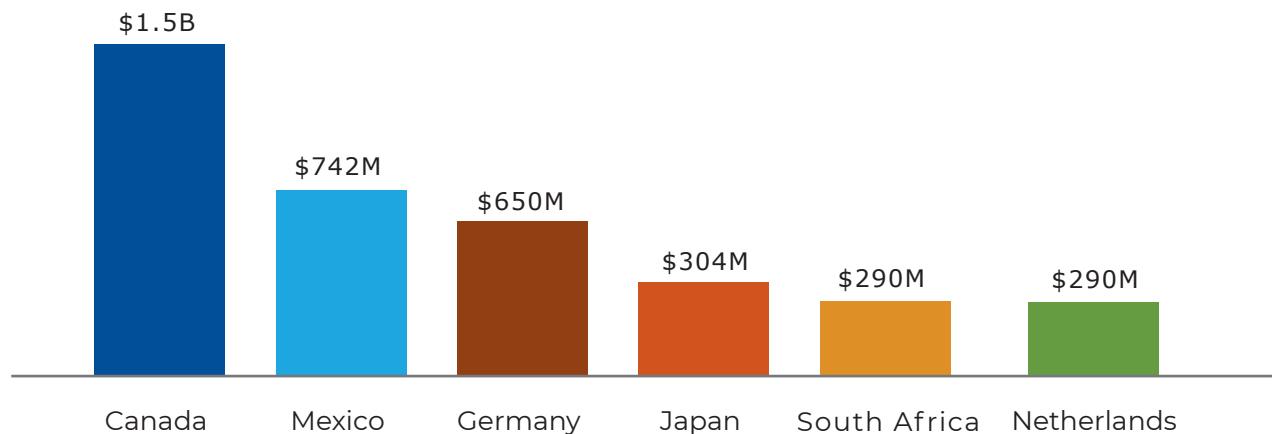


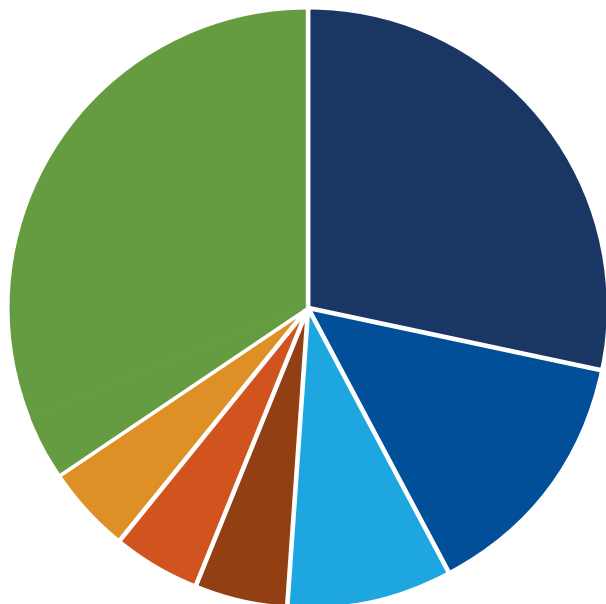
Oklahoma Exports to the World

Selling to international markets opens a business to 96% of the world's consumers located in other countries. Oklahoma companies can benefit from exporting their products to markets outside the United States.

OKLAHOMA'S TOP EXPORT COUNTRIES

COUNTRY	2021 Exports	1-Year Growth	10-Year Growth	Share of Total Trade
Canada	\$1,569,790,589	7%	-21%	25%
Mexico	\$741,946,771	48%	20%	12%
Germany	\$650,293,401	40%	214%	10%
Japan	\$304,072,599	18%	-30%	5%
South Africa	\$289,956,397	78%	1298%	5%
Netherlands	\$289,810,547	27%	151%	5%
Singapore	\$257,945,095	48%	12%	4%
China	\$221,236,503	-3%	-34%	4%
Australia	\$176,657,648	53%	2%	3%
United Kingdom	\$165,036,539	29%	13%	3%
All Other	\$1,536,587,995	-8%	-33%	25%





Top Export Categories

Industrial Machinery (includes computers)	28%	\$1.74 billion
Electric Machinery	13%	\$802 million
Aircraft, Spacecraft and Parts	8%	\$499 million
Chemical Products	5%	\$280 million
Pearls, Stones, Precious Metals	4%	\$268 million
Optic, Photo, Medical or Surgical Instruments	4%	\$261 million
All Other	38%	\$2.4 billion

Sources: US Census Bureau Foreign Trade Division data, via WISERTrade.org



Small- and medium-sized firms account for 84% of Oklahoma's exporters.



\$6.1 billion in total exports from more than 2,487 Oklahoma exporters.



Oklahoma exports have increased by 15.2% from 2020-2021 and even surpassed 2019 pre-pandemic levels.

Source: Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce

COMPANIES ASSISTED IN 2021

Throughout the year, Oklahoma companies request export and trade services from the Oklahoma Department of Commerce. In 2021, the Commerce team resolved 176 trade cases for 113 Oklahoma companies in 25 counties.

176

trade cases assisted

113

Oklahoma companies

25

Oklahoma counties

BECOMING EXPORT READY COMMERCE TRADE SERVICES



Trade Counseling

Commerce analyzes the exporting capabilities of individual Oklahoma companies to help them prepare to enter new markets or sell new products to known markets.



Trade Shows

The agency attends and hosts booths at trade shows to provide venues for Oklahoma exporters to meet international buyers, distributors or representatives.



International Business Matchmaking

Our no-cost agent and distributor search service connects Oklahoma companies with businesses or individuals in targeted export markets that can ensure products and services reach the right industries, sectors and customers.



Trade Missions

These opportunities allow companies to meet with representatives in targeted international markets to build your business abroad.



Training, Research & Export Solutions

Webinars - Export Compliance Training

E-commerce Website Optimization & Translation Services - Up to two languages

U.S. Commercial Service Export Services - Gold Key Matchmaking Services, International Partner Search, or Due Diligence on Foreign Parties

STEP GRANT

The United States Small Business Administration has awarded the Oklahoma Department of Commerce with State Trade Expansion Program grant funding. The Oklahoma State Trade Expansion Program Grant offers eligible Oklahoma small and medium sized businesses assistance in launching or expanding export activities. Grant funds are used to reimburse eligible Oklahoma businesses for pre-approved, qualified export expenses.

The objective of this program is to increase the overall number of Oklahoma exporters and increase their export sales by helping businesses diversify by entering international markets.

Application Period

STEP applications are accepted year-round.

Allowable Activities

- Domestic and international trade shows
- Oklahoma Department of Commerce-led Trade Missions
- U.S. Commercial Service export services
- Website translation and optimization services
- Training/educational activities

Funding Information

Grants range from \$1,200 to \$10,000 depending on the activity selected.

A company cannot receive more than \$20,000 throughout the course of the STEP funding period.

Eligibility Requirements

To be eligible, an applicant must meet the following requirements:

Applicants must operate a business in Oklahoma to process, manufacture, and/or distribute a product, or provide an exportable service that is of U.S. origin or have at least 51% U.S. content. They must be in business for at least one year, and they must qualify as a small business entity according to U.S. Small Business Administration standards.

For STEP Grant questions contact:

Nicole Boyles, IOM
Director of State Trade Expansion Program
(405) 815-5143
nicole.boyles@okcommerce.gov
[OKcommerce.gov/step](https://okcommerce.gov/step)

STEP GRANT

2021

results

69

trade activities

41

small business clients

\$12.3M

export outcomes

STEP is funded by:



U.S. Small Business
Administration

Major sources of foreign investment in Oklahoma include Canada, the United Kingdom, Japan, Germany, France, Switzerland, Ireland, Australia, Sweden, Mexico, Belgium and Italy.

The largest international employers in the state are companies headquartered in Mexico, France and Ireland.

41%

of all FDI jobs in the state are in the manufacturing sector.































16%

of investments in Oklahoma were FDI in 2021, 6% higher than pre COVID numbers from 2019.

BRINGING THE WORLD TO OKLAHOMA

Oklahoma is home to more than 555 international employers. Foreign-owned companies operating in Oklahoma employ more than 59,300 Oklahomans according to the Global Business Alliance. Major sources of foreign investment in the state include Canada, the United Kingdom, Japan, Germany, France, Switzerland, Ireland, Australia, Sweden and Mexico. **Throughout the past five years, FDI companies have invested \$1.5 billion into Oklahoma, creating more than 3,200 jobs with an average wage over \$54,899.**

TOP FOREIGN INVESTMENTS IN OKLAHOMA

		Business Establishments in Oklahoma		Employment in Oklahoma	
	Canada		75		2706
	United Kingdom		67		4623
	Japan		66		3240
	France		55		6049
	Germany		54		2805
	Switzerland		37		2684
	Ireland		22		5523
	Australia		18		1142
	Mexico		17		6766
	Sweden		15		4270

PROGRAM SERVICES

Oklahoma's Foreign Direct Investment (FDI) program provides prospective Oklahoma businesses the tools they need to locate and grow their business in Oklahoma.

- International site location assistance
- Incentive analyses
- Cost of doing business benchmark reports
- Customized site visits
- Market entry strategy assistance
- Visa assistance
- State and local partnerships
- International supplier/partner identification
- Workforce recruitment and hiring
- Regulatory and permitting assistance
- Foreign entrepreneur support

FDI PARTNERS

Oklahoma's FDI Team is a partnership between Commerce, local economic development organizations and the state's major utility companies that are committed to promoting Oklahoma's economic development efforts to international markets.

- Ardmore Development Authority
- Broken Arrow Economic Development Corporation
- Duncan Area Economic Development Foundation
- Greater Oklahoma City Chamber
- MidAmerica Industrial Park
- Muskogee City County Port Authority
- Norman Economic Development Coalition
- OGE Energy Corp.
- Public Service Company of Oklahoma
- Tulsa Regional Chamber
- Tulsa Ports



“We were very surprised to see the detail to attention and were provided with a list of vetted companies, as well as granted interviews facilitated by Commerce with contacts in Mexico. Oklahoma is showing why it is a terrific place to do business especially, relocating from California where we had little if any support from the state commerce department. We have seen double digit growth over the last few years, excluding 2020 of course, and look forward to continued growth with the help and guidance of Commerce’s Global Team.”

**Stephen Tackett,
Owner, The Audio Planet**

OKLAHOMA’S FOREIGN TRADE ZONES

The Oklahoma Department of Commerce works to enhance trade and export opportunities for Oklahoma businesses. A key, and often underutilized, trade asset in the state exists at Oklahoma’s four Foreign Trade Zones. FTZs provide financial incentives for businesses by offering duty deferral on goods that enter the country.

In a state like Oklahoma with a lower than-average cost of doing business, companies with a global supply chain can further improve their bottom lines. This includes a duty and quota charge exemption on imported goods that are later re-exported. Companies can also apply for an inverted tariff for duty reductions if a lower tariff rate will apply to the finished product when it leaves the zone in comparison to the tariff applied on foreign components.

When it comes to logistic costs, companies can also benefit by being granted a weekly, single customs entry charge rather than paying multiple entry fees. The FTZ can also save time for businesses importing components by eliminating duties on rejected and defective items.

The Oklahoma Department of Commerce’s Global Trade Team is a supporting partner with the state’s FTZs.

“These zones can help Oklahoma companies increase their profits and lower their costs,” said Sarah Short, International Trade Specialist, Oklahoma Department of Commerce. “We know that our states FTZs are not being optimized by as many companies as they should be and the Oklahoma Department of Commerce is working alongside our FTZs to grow awareness of the program and increase use of these zones.”



**VIEW OUR
FTZ MAP
ONLINE**



FTZ 53

is located in the northeast portion of the state surrounding the Tulsa metropolitan area. Run by the City of Tulsa-Rogers County Port Authority, it also contains the Tulsa Port of Catoosa as well as two subzones in the Claremore Industrial Park and Claremore Regional Airport.



FTZ 106

is located next to Oklahoma City's Will Rogers World Airport. FTZ 106 also boasts two magnet sites in Enid Woodring Regional Airport and the Shawnee Regional Airport in addition to a usage driven designated site at VF Jeanswear in Seminole, Okla.



FTZ 227

is located in southeast Oklahoma and serves the nearby Dallas-Fort Worth area. This zone is comprised of the three separate sites: International Business Park of Durant, Okla., Ardmore Industrial Airpark, and Westport Industrial Complex, also located in Ardmore.



FTZ 164

is located at the confluence of the Arkansas, Grand and Verdigris Rivers, the Port of Muskogee is a prime location to ship bulk cargo anywhere in the world via the McClellan-Kerr Arkansas Navigation System.



The Port of Muskogee utilizes its FTZ designation to help create capacity at coastal ports by offering more slack to the overall system. As trade in Oklahoma is expected to increase due to the state's ideal location to foreign markets, the Port of Muskogee is investing more than \$50 million in infrastructure improvements to make it more competitive and better positioned for growth and investment.



357 Barges
Tonnage:
539,401.73



1,939 Rail cars
Tonnage: 173,673.22



51,856 Trucks
Tonnage: 938,832.02



OKLAHOMA
Commerce

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